

Message Text

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SSO-00 H-01 SS-15 SP-02 L-03 NSCE-00 /064 W
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O R 101043Z JUN 78
FM AMEMBASSY BONN
TO SECSTATE WASHDC IMMEDIATE 9274
SECDEF WASHDC IMMEDIATE
INFO OSD WASHDC
USMISSION USNATO
USNMR SHAPE
CINC USAFE RAMSTEIN
CINC USNAVEUR LONDON
JCS WASHDC
DA WASHDC//DAMO-TCS
USCINCEUR VAIHINGEN GE
CINC USAREUR HEIDELBERG
CDR 5TH SIG COMD WORMS
USA ROCUREMENT OFFICE FRANKFURT

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SECDEF FOR DINNEEN
SECARMY FOR MULLALLY
ARMY R AND D FOR DR. PIERRE
OSD FOR AMB. KOMER
DESOPSFOR MGMYER
EUCOM FOR ECLA
USAREUR FOR GEN. BLANCHARD
5TH SIG FOR BG RACKE
FRANKFURT FOR MR. BENNETT

E.O. 11652:GDS
TAGS: ETEL, MARR, GW
SUBJECT: US/FRG TELEPHONE ISSUE: LABERGE/ELIAS MEETING
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REF: BONN 10488 (DTG 0722482 JUNE 78)

SUMMARY:

ON JUNE 7, 1978, UNDERSECRETARY OF THE ARMY LABERGE MET
WITH STATE SECRETARY ELIAS OF THE WEST GERMAN POSTAL
MINISTRY (BPM - BUNDESPOST MINISTERIUM) TO DISCUSS THE

EUROPEAN TELEPHONE SYSTEM (ETS), THE RHEIN-MAIN PBX, AND THE ISSUE OF LONG LINE TARIFFS. IN TERMS OF THE ETS, LABERGE OFFERED, AS A WORKING HYPOTHESIS, THE PROPOSITION THAT THE U.S. WOULD PURCHASE APPROXIMATELY 70 OF THE EQUIPMENT FROM GERMAN SUPPLIERS, WITH THE OTHER 30 OF THE EQUIPMENT PROCURED THROUGH INTERNATIONAL BIDDING. ELIAS REFUSED THIS PROPOSAL, STATING THAT IT WAS TECHNICALLY IMPOSSIBLE FOR TWO SETS OF COMPONENTS TO OPERATE CORRECTLY UNDER ONE SYSTEM AND STRESSED THAT THE BUNDESPOST COULD NOT BE RESPONSIBLE FOR SUCH A MIXED SYSTEM. HE SAID THE U.S. WAS FREE TO INSTALL ALL U.S. EQUIPMENT, IF IT COULD MEET FRG SPECIFICATIONS, BUT RECOMMENDED THAT THE ETS ISSUE BE RESOLVED BY A LEASE/BUY ARRANGEMENT. LABERGE NOTED THIS ARRANGEMENT WOULD BE TOO EXPENSIVE AND THAT CONGRESS WOULD NOT ACCEPT IT. IN TERMS OF THE RHEIN MAIN PBX, ELIAS SAID THE BUNDESPOST (BP) COULD NOT GIVE APPROVAL FOR HOOKING UP THE PBX UNTIL BUNDESPOST TECHNICIANS HAD EXAMINED THE ENTIRE SYSTEM. LABERGE HELD TO THE U.S. POSITION THAT THE BP HAD NEITHER THE NEED NOR THE RIGHT TO CONDUCT SUCH AN INSPECTION. ON THE LONG LINES ISSUE, ELIAS PROPOSED A "THIRD ALTERNATIVE" BY WHICH THE SENDING STATES WOULD BE CHARGED FOR ALL LINES, A RATE HIGHER THAN THE PREFERRED RATE BUT LOWER THAN THE CURRENT GERMAN ONE. END SUMMARY.

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1. IN OPENING THE MEETING, THE UNDERSECRETARY EMPHASIZED THAT HE WAS IN GERMANY DISCUSSING TELEPHONE ISSUES AT MINISTER APEL'S INVITATION AND SECRETARY BROWN'S DIRECTION HE NOTED THAT FUNDS FOR THE U.S. PROPOSALS WERE NOT NOW AUTHORIZED; ONCE THERE WAS FRG AGREEMENT TO THE U.S. PROPOSAL, AND CONGRESS ACCEPTED THE AGREEMENT, IMPLEMENTATION OF THE PROGRAM AND ALLOCATION OF THE MONEY COULD BEGIN WITH THE 1980 FY BUDGET, I.E., IN OCTOBER, 1979. HE POINTED OUT, HOWEVER, THAT SOME CURRENTLY APPROPRIATED FUNDS HAD NOT BEEN SPENT, SO THAT IF THE U.S. AND THE FRG COULD REACH AN AGREEMENT, AND HE COULD OBTAIN CONGRESSIONAL APPROVAL, THE PROGRAM COULD BEGIN SOONER THAN OCTOBER 1979. LABERGE SAID PROGRAM IMPLEMENTATION AND FUND DISBURSEMENT WOULD TAKE PLACE OVER A FIVE YEAR PERIOD.

2. THE UNDERSECRETARY EXPLAINED THAT THE U.S. PROPOSALS WERE NOT A FIXED PROPOSITION BUT AN INSTRUMENT BY WHICH THE U.S. AND THE FRG COULD EXPLORE SOLUTIONS TO THE TELEPHONE PROBLEMS. HE SAID HE HAD DISCUSSED THE ISSUES WITH CONGRESS AND THAT THE U.S. PROPOSALS HAD SECRETARY BROWN'S SUPPORT. LABERGE NOTED THAT THE U.S.

RECOGNIZED THE RESULT OF THE SUMMIT MEETINGS WHICH
PLEDGED THE ALLIANCE TO USE CURRENT RESOURCES AS
ECONOMICALLY AS POSSIBLE WITHIN THE LONG RANGE DEFENSE
PROGRAM. THUS THE US PROPOSALS INCORPORATED ALLIANCE

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REQUIREMENTS TO USE RESOURCES ECONOMICALLY, THE U.S.
NECESSITY TO HAVE SOME FLEXIBILITY IN PROVIDING
EQUIPMENT, AND US WILLINGNESS TO HAVE GERMAN SUPPLIERS
PARTICIPATE AS PART OF THE "TWO WAY STREET"
PHILOSOPHY.

3. EUROPEAN TELEPHONE SYSTEM.
THE UNDERSECRETARY PROPOSED THAT THE U.S. BUY THE END
OFFICE SWITCHES FROM BP-APPROVED SUPPLIERS WITH THE
SUPPLIERS INSTALLING THE EQUIPMENT AT RATES NO HIGHER

THAN THOSE OFFERED THE BUNDESPOST. HE SUGGESTED
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THAT THE U.S., THRU INTERNATIONAL TENDERS, BUY THE TANDEM AND INTERMEDIATE SWITCHES AND THAT THE U.S. INSTALL THIS EQUIPMENT. THE U.S. WOULD MAINTAIN ALL THE EQUIPMENT. HE NOTED THAT THIS ARRANGEMENT WOULD ALLOW GERMAN MANUFACTURERS TO SUPPLY 70 IN CASH VALUE OF ALL THE EQUIPMENT AND WOULD ALLOW GERMAN EQUIPMENT TO BE INSTALLED AT THE POINT OF INTERFACE BETWEEN U.S. MILITARY SYSTEMS AND THE GERMAN PUBLIC NETWORK. HE SAID THE TANDEM AND INTERMEDIATE SWITCHES WERE NOT AN INTEGRAL PART OF THE SYSTEM AND DID NOT TOUCH GERMAN SUBSCRIBERS; BY HAVING U.S. PRODUCERS PROVIDE SUCH EQUIPMENT, WE WOULD MEET CONGRESSIONAL CONCERNs TOWARD U.S. MANUFACTURERS. LAB ERGE ALSO PROPOSED THAT THE U.S. CONTINUE TO USE THE END INSTRUMENTS NOW IN PLACE AND TO RETAIN OUR FLEXIBILITY IN MOVING THEM. HE SAID THE U.S. WAS PREPARED TO PURCHASE REPLACEMENTS FROM BP-APPROVED SUPPLIERS. HE STRESSED THE U.S. DESIRE TO HAVE A MUTUALLY AGREEABLE, REASONABLE DEFINITION OF THE EQUIPMENT, SO THAT THE U.S. COULD CONTINUE TO USE ITS PHONES AS BEFORE WITHOUT INCREASED COSTS. THE UNDERSECRETARY POINTED OUT THAT THE U.S. WISHED THE FEDERAL MINISTRY OF DEFENSE (FMOD) AND THE BPM TO COOPERATE IN THIS ISSUE, SINCE IN THE PAST FMOD HAS BEEN VERY HELPFUL IN ITS DIRECT DEALING WITH DOD.

4. STATE SECRETARY ELIAS TERMED THE U.S. PROPOSALS AS "A RETURN TO SQUARE 1," I.E., A POSITION THE U.S. FIRST HAD IN JANUARY. HE SAID HE SAW GREAT DIFFICULTIES IN MIXING U.S. AND FRG EQUIPMENT AND STATED THAT THE BPM COULD NOT BE RESPONSIBLE FOR THE WORKING OF AN ENTIRE SYSTEM COMPOSED OF TWO DIFFERENT CONFIDENTIAL

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SETS OF EQUIPMENT. ELIAS NOTED THAT THE TRUNK SYSTEM AND THE TANDEM/INTERMEDIATE SWITCHES WERE NOT INDEPENDENT PARTS BUT CONNECTED TO THE ENTIRE SYSTEM AND THAT THE ENTIRE SYSTEM WAS NOT A PRIVATE ENTERPRISE OF THE U.S. ARMY BUT A PART OF THE PUBLIC NETWORK. HE SAID THAT BPM REGULATIONS APPLIED EVERYWHERE IN GERMANY. THE STATE SECRETARY CLAIMED THAT PART OF THE PBX PROBLEM WAS THAT THE U.S. HAD GIVEN SIEMENS

VERY HIGH STANDARDS FOR THE NEW PBX AND ASSERTED THAT A NEW SYSTEM COULD NOT BE BUILT WITH A COMBINATION OF OLD AND NEW EQUIPMENT. HE SUGGESTED INSTALLING A STANDARD PBX WHICH HE CLAIMED WOULD BE CHEAPER.

5. THE STATE SECRETARY STATED THAT THE BPM WAS NOT ATTEMPTING TO MAKE MONEY ON THIS SYSTEM BUT WAS ONLY OFFERING THE U.S. ASSISTANCE IN THIS COMPLICATED AND IMPORTANT MATTER. HE ASSERTED THAT IT WAS NOT POSSIBLE FOR THE BPM TO VIEW U.S. MILITARY REQUIREMENTS AS SPECIAL SINCE IT WAS NOT ONLY A MATTER OF DEFENSE BUT AN ISSUE OF FRG REGULATIONS; EXCEPTIONS COULD NOT BE MADE. HE SAID THAT IN THIS CONNECTION HE PREFERRED THE LEASE/BUY ARRANGEMENT WHICH HAD BEEN DISCUSSED EARLIER THIS YEAR.

6. LABERGE REPLIED THAT THE LEASE/BUY ARRANGEMENT WAS ONLY ONE OF A NUMBER OF OPTIONS THE U.S. HAD EXPLORED EARLIER. THIS LEASE/BUY ARRANGEMENT WAS UNSATISFACTORY BECAUSE OF ITS EXPENSE AND BECAUSE CONGRESS, RIGHTLY SO, VIEWED SUCH A PROPOSAL AS A SUBTERFUGE DESIGNED TO AVOID BUYING U.S. EQUIPMENT. THE UNDERSECRETARY DENIED THE U.S. PROPOSAL WAS A RETURN TO THE BEGINNING, TERMING IT AN ADVANCEMENT AND A MAJOR CONCESSION BY THE U.S. TO TRY TO RESOLVE THIS IMPORTANT ISSUE IN A MANNER ACCEPTABLE TO BOTH COUNTRIES.

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7. LABERGE EMPHASIZED THAT US-FRG DEFENSE AGREEMENTS AND COMMON SENSE INDICATED THAT U.S. INDUSTRY COULD SUPPLY THE ENTIRE ETS BUT THAT IN PRACTICAL TERMS THE U.S. WAS WILLING TO MEET THE FRG MORE THAN

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HALFWAY SO THAT GERMAN EQUIPMENT COULD BE PURCHASED FOR A MAJOR PART OF THE SYSTEM. HE STRESSED THAT THE U.S. DOES NOT VIEW ITS TELECOMMUNICATION SYSTEM IN THE FRG AS PART OF THE GERMAN PUBLIC NETWORK BUT AS AN INDEPENDENT SYSTEM WITH SOME POINTS OF INTERFACE INTO THE GERMAN NET. LABERGE SAID THAT IT WAS ABSOLUTELY PLAUSIBLE TO HAVE BOTH U.S. AND GERMAN EQUIPMENT IN THE SAME SYSTEM. BOTH SIDES COULD FIND A WAY TO MAKE THE SYSTEM WORK IF THEY WISHED TO.

8. ELIAS REPLIED THAT THE U.S. WAS PERFECTLY FREE TO
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USE ONLY U.S. PRODUCED EQUIPMENT AS LONG AS IT MET GERMAN TECHNICAL CONDITIONS AND REGULATIONS. HE CITED THE EXAMPLE OF IBM WHO SUCCESSFULLY DEVELOPED TELECOMMUNICATIONS EQUIPMENT TO MEET FRG CONDITIONS, BUT NOTED THAT IT TOOK IBM 4 1/2 YEARS TO DO SO. THE STATE SECRETARY THOUGHT THERE WAS GREAT MERIT IN DISCUSSING THE ETS PROJECT IN CONNECTION WITH AWACS SINCE THE ETS WAS A PART OF A LARGER PACKAGE WHICH REPRESENTED AN OPPORTUNITY TO CONVINCE BOTH THE U.S. CONGRESS AND THE FRG PARLIAMENT TO ACCEPT BOTH SYSTEMS. HE AGAIN EMPHASIZED HIS RELUCTANCE TO ACCEPT THE U.S. PROPOSAL, CLAIMING THAT HE WAS NOT CONVINCED THAT AN INTERMIXING OF EQUIPMENT

WOULD BE CHEAPER THAN 100 GERMAN SUPPLIES. HE PREFERRED TO RETURN TO WHERE THE DISCUSSIONS WERE IN JANUARY RATHER THAN PICK UP ON THE U.S. PROPOSAL.

9. RHEIN-MAIN PBX

THE UNDERSECRETARY EXPLAINED THAT THE U.S. CONGRESS WAS QUITE CONCERNED THAT THE PBX HAD STILL NOT BEEN ACTIVATED AND REFUSED TO FUND ADDITIONAL PBX'S UNTIL RHEIN-MAIN WAS ON-LINE. LABERGE DESCRIBED THIS ISSUE AS VERY SERIOUS AND EMPHASIZED THAT THE PBX MUST BE PUT INTO OPERATION AS SOON AS POSSIBLE.

10. ELIAS AGREED THAT IT WAS POSSIBLE TO FIND A SOLUTION BUT NOTED THAT UNDER GERMAN REGULATIONS BUNDESPOST (BP) PERSONNEL HAD TO INSPECT AND APPROVE ALL THE EQUIPMENT. HE SAID THAT THIS WAS NOT A QUESTION OF MONEY BUT OF PRINCIPLE AND THAT IT WAS IMPORTANT THAT THE BP INSPECT THE ENTIRE SYSTEM. ELIAS DESCRIBED AS A MAJOR DIFFICULTY THE U.S. DESIRE TO HAVE AS MUCH IN-PLACE EQUIPMENT AS POSSIBLE. HE CONFIDENTIAL

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SAID HE UNDERSTOOD THIS POSITION AND THUS THE GERMAN PROPOSAL TO EXCHANGE ONLY 300 OUT OF APPROXIMATELY 1400 STATIONS; AT 45 DM'S PER STATION THIS WOULD COST THE U.S. APPROXIMATELY \$6,000.

11. LABERGE REPLIED THAT THE ISSUE OF THE RHEIN-MAIN PBX INSPECTION WAS GREATER THAN THE SPECIFIC PROBLEM SINCE A FULL PBX INSPECTION COULD CONSTITUTE A PRECEDENT INVOLVING APPROXIMATELY 121 OTHER PBX'S. HE NOTED THAT THE BPM WANTED ONLY TWO SUBSCRIBERS PER LINE; IF THIS COMBINATION PER LINE WERE MADE, THE COST COULD BE MUCH GREATER THAN DM 45 PER INSTRUMENT. HE SAID THE U.S. WOULD STUDY THE IMPLICATIONS OF THE GERMAN SUGGESTION. LABERGE STRESSED THAT THE U.S. WAS NOT UNDER ANY OBLIGATION TO MEET THE TECHNICAL REQUIREMENTS OF THE BP SYSTEM BUT WAS ONLY REQUIRED TO AVOID PRODUCING HARMFUL EMANATIONS INTO THE GERMAN NET. HE SAID HE BELIEVED THAT THE U.S.-FRG DEFENSE AGREEMENTS CLEARLY SHOWED THAT THE U.S. WAS NOT TAKING AN ARBITRARY POSITION IN DECLINING TO ADAPT TO UNNECESSARY BPM REGULATIONS. HE SAID THE U.S. WOULD EXAMINE THE ENTIRE ISSUE AGAIN BUT NOTED THAT A SOLUTION TO THE RHEIN-MAIN PBX PROBLEM SHOULD BE MADE ON REASONABLE GROUNDS.

12. SENDING STATES LONG LINES ISSUE.
ELIAS DESCRIBED THE U.S.-FRG ARGUMENT ON THIS ISSUE

AS GOING IN CIRCLES AND SAID HE HAD A NEW PROPOSAL TO RESOLVE THE DISPUTE. HE EXPLAINED THAT IT WAS HIS IDEA TO DEFINE A NEW TYPE OF LINE WHICH WOULD PUT TOGETHER ALL LINES, PREFERRED AND OTHERWISE, INTO A NEW SINGLE LINE CATEGORY. HE THOUGHT THAT IF THE US AND THE FRG, AND LATER THE OTHER SENDING STATES, COULD AGREE ON THIS NEW DEFINITION THE BPM WOULD NOT PLACE AS HIGH A CHARGE FOR THE

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USE OF THE LINES AS IT IS NOW DOING. IN EFFECT, CHARGES FOR THE NEW LINE WOULD BE HIGHER THAN THE CURRENT PREFERRED RATES BUT LOWER THAN NORMAL USER CHARGES; THE RATE COULD BE NEGOTIATED.

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13. CONCLUSION:

LABERGE SUMMED UP THE U.S. PRESENTATION BY EMPHASIZING THAT THE U.S. HAD PRESENTED NEW PROCUREMENT IDEAS ON ETS AND WISHED TO RESOLVE THE PBX ISSUE WITHIN THE FRAMEWORK OF US - FRG DEFENSE AGREEMENTS. HE STRESSED THAT THE ETS OFFER MET THE TWO WAY STREET REQUIREMENT AND NOTED THAT THE RHEIN-MAIN PBX DID NOT INTERFERE WITH THE GERMAN NET. THE UNDERSECRETARY EMPHASIZED THAT A RESOLUTION TO THE PBX PROBLEM WAS A PRECONDITION TO CONGRESSIONAL APPROVAL

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FOR THE ETS. HE EXPRESSED HIS DISAPPOINTMENT THAT ELIAS HAD NOT ACCEPTED THE U.S. PROPOSAL, WHICH CAME 80 UP THE ROAD IN MEETING GERMAN DESIRES. HE POINTED OUT THAT THERE WERE MAJOR ISSUES AT STAKE AND THAT ANSWERS TO THE TELEPHONE PROBLEMS HAD TO BE FOUND WITHIN THE SPIRIT OF US-FRG COOPERATION. THE STATE SECRETARY AGREED THAT A SOLUTION WAS NECESSARY. ELIAS ACCEPTED THE UNDERSECRETARY'S SUGGESTION THAT HE CALL ELIAS WITHIN THE NEXT WEEK TO DEVELOP A SCHEDULE FOR ANOTHER MEETING.

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